

EXHIBIT L

Sales Projection 623,000

RAYMOUR & FLANIGAN FURNITURE				
PERFORMANCE EVALUATION AND DEVELOPMENT FORM: Sales Associate				
Associate: <u>LARRY FRIEDMANN</u>	Year to Date Review - January 1st, 2011 through June 3rd 2011			
PART I: SALES PERFORMANCE				
Accountability	Budget	Actual	Variance (+/-)	Last YTD
Volume Written	\$388,250.00	374,371	-11,879	322,105
Volume Delivered	\$309,000.00	256,676	-52,324	245,925
Discounts	7%	12%	-5%	
AGP \$66	\$7,725.00	-4,811		+1,521
Platinum Protection	50%	46.4	-3.6	49
Average \$ per Sale	\$1,500.00	1,671	+77	1,830
Store Bedding Sales	\$51,597.00	-32,918	-18,779	33,329
Prospecting-Minimum 5 Apps/5000 written weekly average b/wks	\$5,000/week	524	-4,476	
Ups	Closes	%	TO's	Prospects
555	186	33%	100	91
Exception Updates	Lateness	Absenteeism		
	5	0		
GOALS AND DEVELOPMENT				
GOALS: (Define goals and objectives including a date to review to determine if goals were attained.)				
1.) <u>MAINTEN & DEVELOPED Business Needs To Increase To Catch THE MINIMUM GOALS</u> 2.) <u>Bedding - Below Requirements - NEEDS TO FOCUS WITH EACH CUSTOMER TO TRY & SELL Bedding</u> 3.) <u>PROSPECTING - EXTREMELY BAD - AVG 1/24, #524 OVER A 6 WEEK PERIOD</u> 4.) <u>DISCOUNTS & AGP - NEED TO RAISE THE LEVEL IN BOTH OF THESE AREAS</u>				
MANAGER'S COMMENTS: <u>Larry is below Average in all areas - He needs to do an IMMEDIATE TURNAROUND.</u>				
ASSOCIATE'S COMMENTS:				
SIGNATURES: <u>Larry Friedmann</u>				
Associate Signature	Date			
Managers Signature	Date			
Additional Comments				

E-BOB OVERVIEW

6/6 10/10 12/12 11/1